

# PARTNERING at AFSC/JMC



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AFSC/JMC-On the Line

# AMC Partnering

- Definition: “...commitment between Government and Industry to improve communication and avoid disputes.”  
Source: AMC Partnering Guide
- Elements: parties commit to partner, conduct workshop, develop charter, and follow-up.
- Costs time, is personality dependent, but pays-off!
- Goal: Facilitate contract performance by providing customers with highest quality supplies/services on time, and at reasonable prices.

# Partnering Most Advisable When:

- Technically Complex Efforts
- Poor Prior Contract Performance
- Historical Adversarial Relationships



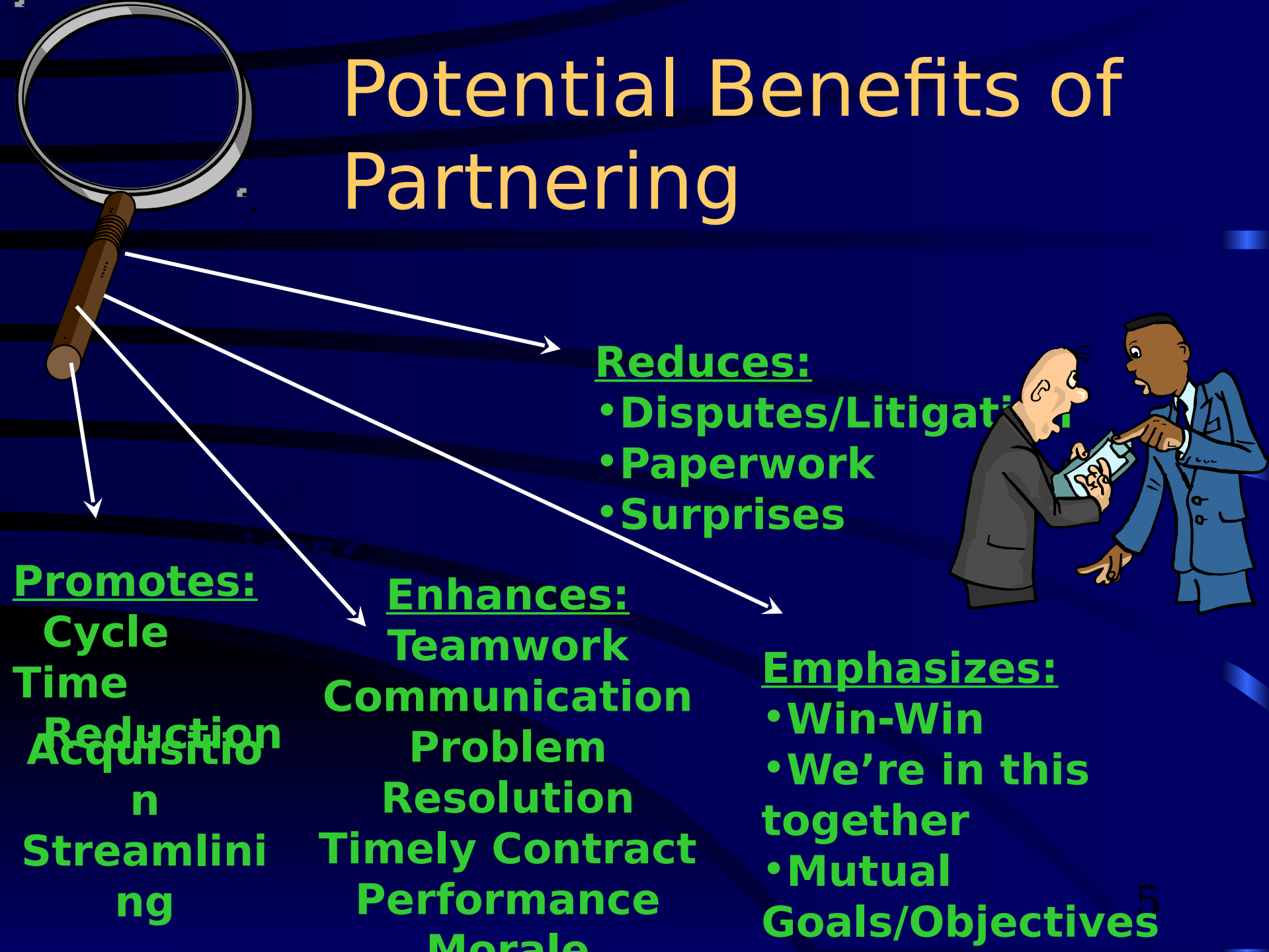
# Partnering

## Most Advisable When:



- 2 years' or longer duration preferred to maximize benefits employed at time of initial contract award.
- Length of remaining contract period
- Parties' relationship
- Contract Size

# Potential Benefits of Partnering



# AMC Partnering

## Partnering is not:



- ❑ **Mandatory**
- ❑ **A panacea**
- ❑ **Successful without total commitment**
- ❑ **A waiver of either party's contractual rights**
- ❑ **Contrary to Government business interests**

# Contract versus Partnering Agreement

## **Contract:**

**Establishes legal relationship of parties;**

**whereas**

## **Partnering**

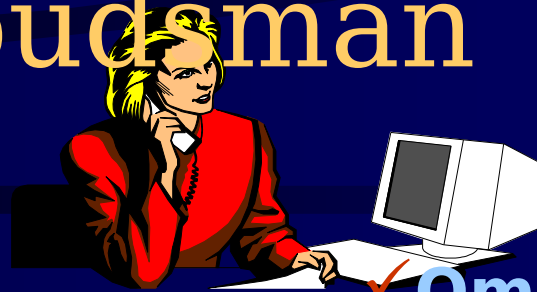
**Establishes parties' business/working relationship under the contract**



# Partnering versus Ombudsman



Partnering  
proactively and  
jointly attempts to  
resolve issues that  
could elevate into  
legal disputes before  
*the fact*



Ombudsman  
retroactively and  
independently  
resolves issues once  
they've become  
disputable after the

## Objectives

Partnering: Resolves issues jointly and before-the-fact.

Ombudsman: Resolves issues independently and after-the-fact.

# **IPT's versus Partnering**

**IPTs: Focus on specific / narrow tasks / issues;**

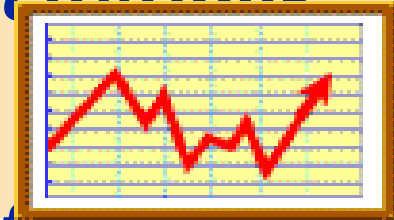
**Whereas:**

**Partnering: Much more comprehensive total picture method of interacting with each other on a daily basis. Creates blueprint for all issues that may arise in terms of interacting and managing**



# AMC Level of Commitment

- *GEN Kern reviews MSC's projected major contract awards in his Tuesday a.m. Command Group Update*
- *Effective "...August 14,2001, these contract award charts will be annotated to identify those procurements that have included Partnering in their solicitations."*
- *GEN Coburn*



# AMC Commitment

- ✓ **CG AMC requires report on inclusion of Partnering Provisions in Solicitations**
- ✓ **Second Edition Partnering Guide issued Fall 2001**
- ✓ **AMC CG anticipates “continual growth” (letter dated July 26, 2001)**



# AFSC/JMC Response to AMC Commitment



✓ Partnering clause developed and incorporated into PADDs.

✓ Contract Policy Office reports number of agreements and contracts using the clause to AMC.

AMSFS-GC inventories Partnering, semi-annually for measurement purposes

# AFSC/JMC Commitment

- ✓ **Senior Leadership Buy-In**
- ✓ **AFSC/JMC Member on AMC Partnering**
- ✓ **Team (David DeFrieze)**
- ✓ **IPT's address Partnering provisions**

# AFSC/JMC Performance 10- Date\*

\*Not conclusive - representative sample of largest ones to

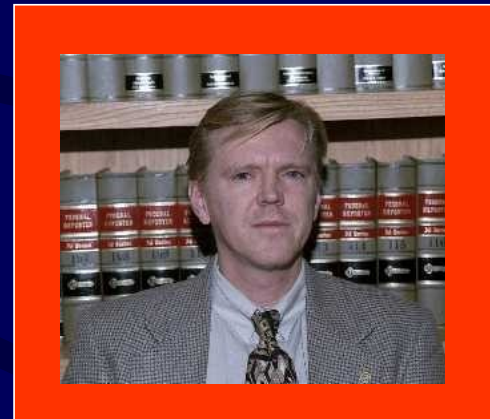
| ACQ. PROGRAM                                            | CONTRACTOR               | PROGRAM TYPE                                   |
|---------------------------------------------------------|--------------------------|------------------------------------------------|
| <b>Joint Venture: Milan / Iowa AAP</b>                  | <b>American Ordnance</b> | <b>Production Services</b>                     |
| <b>2.75" Rocket Systems</b>                             | <b>GD Ordnance</b>       | <b>Production Services</b>                     |
| <b>120mm Mortar</b>                                     | <b>Valentec</b>          | <b>Production / Pre-Production Engineering</b> |
| <b>ANAD Chem Demil</b>                                  | <b>Westinghouse</b>      | <b>R&amp;A; Services, Construction</b>         |
| <b>Aberdeen Chem Agent Disposal Facility</b>            | <b>Bechtel Nat'l</b>     | <b>R&amp;A; Services, Construction</b>         |
| <b>Hawthorne AD</b>                                     | <b>DZHC</b>              | <b>Ammo Demil Ops &amp; Demil</b>              |
| <b>Holston AAP (XMAT)</b>                               | <b>Royal Ordnance</b>    | <b>Production Services</b>                     |
| <b>Longhorn AAP Liquidation &amp; Disposal</b>          | <b>Earth Tech., Inc.</b> | <b>Services</b>                                |
| <b>(Overarching / Corporate)</b>                        | <b>ATK</b>               | <b>(Multiple)</b>                              |
| <b>Maintenance of Army Pre-Positioned Stocks AFLOAT</b> | <b>DynCorps</b>          | <b>Services</b>                                |
| <b>(Overarching / Corporate)</b>                        | <b>Brown &amp; Root</b>  | <b>LOGCAP Services</b>                         |

# Major AFSC/JMC Players

**Gregory A. Kwinski**  
**AFSC/JMC Lead Partnering  
Champion (LPC)**  
**Business Relations**  
**DSN 793-3584**



**David C. DeFrieze**  
**Attorney-Advisor**  
**Office of General Counsel**  
**DSN 793-8424**



**Business Relations :**  
**Pam Demaught, Business Relations Team  
Leader**  
**DSN 793-7287**

# How Best to Publicize AFSC/JMC's Partnering Requirements

*Past Successes  
on Web Sites and  
in AMC  
Newsletter*

*Advance  
Planning  
Briefings  
for  
Industry  
(Annually)*

*Industrial  
Committee  
of Ammo  
Producers  
(Quarterly)*



*Executive  
Sessions and  
Command  
Level  
Meetings and  
Website:  
Post Draft  
Solicitations*

*Pre-  
Solicitation  
/Pre-Proposal  
Conferences  
Post Award  
Conferences /  
Inprocess Review*